

Realty Trust Review

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INVESTMENT OUTLOOK AND STATISTICAL ISSUE

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INVESTMENT OUTLOOK: OVERALL MARKET STRENGTH MAY BE DECEPTIVE; CAUTION SUGGESTED FOR NOW

The overall market has calmed a bit in recent days and shown some modest strength on light volume. The Carter Administration dollar defense package of Nov. 1 halted the market freefall and restored some semblance of order to stock and currency markets. The Dow-Jones Industrials still dropped 4.2% month-to-month from our pricing dates, evidencing the general fear of rising interest rates.

All this may rekindle a little hope for you that the dollar defense package is working -- exactly as it's intended to do. But we outlined last issue reasons for continuing to view the market for realty trusts and other stocks cautiously and we think there's no compelling reason to change - yet.

Loan demand continues strong at the money center banks -- meaning that banks and corporations are trying to preserve liquidity against possibility of a real crunch. Utility stocks, usually a leading indicator of what money-sensitive investors think, haven't shown any real bounce in this rally yet.

More importantly, Federal Reserve Chrm. Miller clearly doesn't want a recession. The suspicion is that the Fed thus won't use its open market operations to drive interest rates up, and this in turn will bring further double-digit doses of new money. As we said last issue, as long as the money printing presses run to accommodate an uncontrolled Federal budget deficit, inflation will be high regardless of Presidential jawboning. And high inflation -- be it 7% or

OUR SISTER SERVICES - RELATIVE APPEAL RANKINGS FOR BUILDERS

REAL ESTATE DISCLOSURE DIGEST's Nov. 17 issue applies our proven Relative Appeal Ranking system to the stocks of 25 homebuilding companies, including these 11 majors: Centex Corp., Kaufman & Broad, Lennar Corp., Presley Cos., Pulte Home, Ryan Homes, Shapell Indust., Standard-Pacific, and U. S. Home. Price: \$15 prepaid.

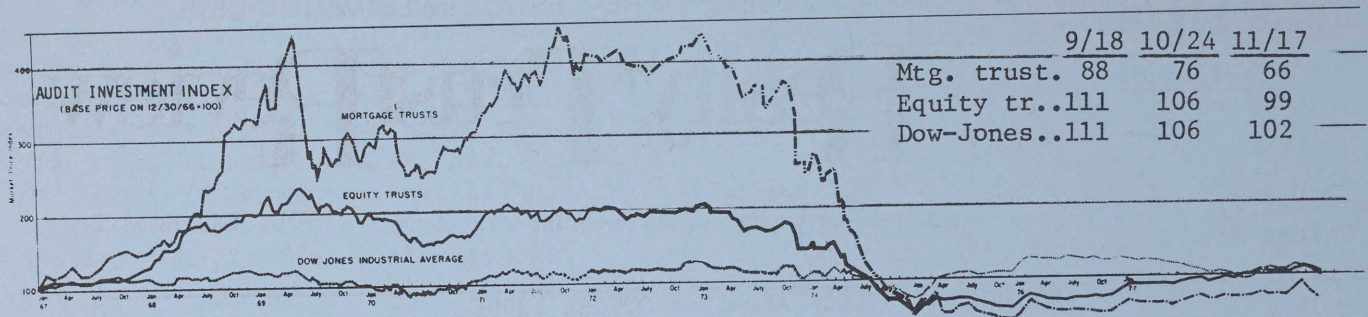
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10% -- is going to be poison to real estate trust stocks for awhile. The mortgage type trusts which finance with floating-rate short-term stand to be hurt the most because usury ceilings and other factors mean they cannot recover rising costs rapidly. The property trusts have reported strong earnings and dividends lately -- see pages 3 and 8 for some examples -- but higher interest rates reduce the capitalized value of their dividends.

Against this economic backdrop -- and it will dominate your investment stance for some time into the future now -- the realty trust shares experienced their second sharp decline. The average trust share fell 7.7% in the month (see table of Comparative Trust Averages, p. 3). But there were definite differences: property trusts were off about 3½% on average; the mortgage trusts down by about 7% on average; and the non-dividend paying mortgage/foreclosed property trusts off by a whopping 18.6% (atop an 18% decline in this group last month). But the recovery speculations had run up sharply last summer and are still about 12% ahead of prices at the beginning of the year -- while both property and mortgage groups are now below water for 1978.

This market action spilled over into the bond groups, as most straight and convertible bonds were off in tandem with their linked stocks.

Among dividend payers, Flatley Rlty. was the strongest performer, rising 6.3% on continued recovery hopes. Also in the plus column were No. 1-ranked Connecticut General, up 2.0% as investors took notice of a good dividend rise (RTR, Oct. 27); BankAmerica Realty, up 2.2% on the general tone of its

recovery (the \$1.00 annual rate payout was held after the Oct. quarter was reported); and San Francisco REI, up 2.9% on strength of a 16% dividend boost and continued earnings progress.

Non-dividend payers (generally those listed on page 5) took a bath in the month, not a single one edging in to the plus column. But three managed to hold their own: Bay Colony Property, Citination Development now in semi-liquidation (see p. 3), Cit. & So. Rlty., benefitting from a major asset swap and resumption of NYSE trading (p. 7). One Treco preferred also held even.

Losses weren't horrendous for the dividend payers, U.S. Equity's 33% fall being the exception. But 10% or more losses were common, especially in the long-term mortgage group where some dividend cuts may be forthcoming. Losses were smaller for property trusts because stable dividends cushion impact of high rates; American Equity and API Trust fell over 14% each.

Even hopeful news couldn't keep Continental Mortgage Investors from dropping 37½%. It's 6¼% convertibles fell 11%. Home S&L, nation's largest, proposed a \$100 million rescue plan for the trust if it could resolve complex bankruptcy litigation that has kept the trust in bankruptcy court for over 2½ years now, and settle with senior bank creditors. A group of those banks promptly labeled the proposal without merit but at pricing date a group of debenture holders was forming to try and get the tangled bankruptcy action off dead center.

DIVIDEND TRENDS: FIRST FIDELITY PAYS FIRST LIQUIDATING PAYOUT; FIVE BOOSTS

First Fidelity Inv. Trust is paying a \$6.50/sh. initial liquidating dividend to record holders Nov. 15. Payment is expected about Dec. 8 to holders who deliver their certificates to the trust by Nov. 30. First Fidelity set up a one-year liquidation Feb. 28; its shares ceased trading on the Nov. 15 record date. Remaining assets will be distributed in Feb. 1979 and a final payout will be made in Feb. 1980 when all contingencies are met.

FFIT is the first trust to liquidate; Continental Illinois Properties, another trust, helped speed the liquidation by buying some industrial properties in Dallas and Orange Co., Calif. Overall FFIT netted about \$13.7 million or \$15.85/sh. net of mortgages. Contingencies may reduce some of this amount. The stock had \$10.75/sh. book value plus \$5.12sh. depreciation, indicating holders will just about recover

| Trust | Record date | --Quarterly dividend/share-- | | | -% Chng. from- | |
|-------------------------|-------------|------------------------------|----------|----------|----------------|--------|
| | | Latest | Previous | Year-ago | Prev. Q | Yr-ago |
| BankAmerica Realty.... | 12/1 | \$0.25 | \$0.25 | \$0.15 | UC | +67% |
| Commonwealth Rlty.... | 11/9 | 0.20 | 0.20 | 0.20 | UC | UC |
| Consolidated Capital.. | 11/17 | 0.1717M | 0.17M | 0.17M | + 1% | + 1 |
| Del-Vail, Finc'l. Cp... | 11/20 | 0.115M | 0.115M | 0.115M | UC | UC |
| First Fidelity Inv.... | 11/15 | 6.50L | --- | --- | NC | NC |
| Gould Inv. Trust..... | 12/15 | 0.22 | 0.22 | 0.17 | UC | +29 |
| Nationwide REI..... | 11/6 | 0.10 | 0.14 | 0.04 | -29 | +150 |
| Property Capital Tr... | 12/1 | 0.30 | 0.30 | 0.30 | UC | UC |
| Property Tr. of Amer... | 11/17 | 0.08 | 0.07 | 0.06 | +14 | +33 |
| Prudent Real Estate... | 12/5 | 0.06 | 0.06 | 0.05 | UC | +20 |
| Realty Income Trust... | 12/1 | 0.35 | 0.35 | 0.35 | UC | UC |
| San Francisco REI..... | 11/10 | 0.35 | 0.30 | 0.20 | +17 | +75 |
| Virginia REIT..... | 11/15 | 0.20 | 0.15 | 0.10 | +33 | +100 |
| Washington REIT..... | 12/5 | 0.47 | 0.45 | 0.45 | + 4 | + 4 |

UC=Unchanged. M=Monthly dividend. Trusts with reductions from previous quarter underlined. L=Liquidating dividend. NC=Not compared.

depreciation.

No other trust has adopted a formal liquidation plan but Citinationa Develop., managed by a Beverly Hills, Cal. bank, says it will dispose of remaining properties and distribute excess cash as a capital return.

Five property trusts boosted payouts over their previous quarters: Virginia REIT up 33% to an 80¢ annual rate; San Francisco RE, up 17%; Prop. Tr. of Amer., up 14%; and Washington REIT and Consol. Cap., up 4% and 1% respectively.

COMPARATIVE TRUST GROUP AVERAGE 11/17/78

| GROUP | NON-QUAL | QUAL | TOTAL | SHARE (000) | BOOK VALUE | ANN DIV* | EARN ANN* | LAST PRICE | -% CHNG FROM MON AGO | FROM-- JAN 1 | P/E RATIO | ANN* YIELD | % PR TO BK | RETURN ON BK | MARKET VALUE |
|------------------------------|----------|------|-------|-------------|------------|----------|-----------|------------|----------------------|--------------|-----------|------------|------------|--------------|--------------|
| PROPERTY-LARGE | 20 | 0 | 20 | 2297 | 11.25 | 1.06 | 1.15 | 12.68 | -3.5 | -1.5 | 11.0 | 8.3 | 12.8 | 10.2 | 635.1 |
| -SMALL | 7 | 0 | 7 | 955 | 11.71 | 1.16 | 1.54 | 10.86 | -4.8 | 5.0 | 7.1 | 10.7 | -7.2 | 13.1 | 69.4 |
| -SUBOR LAND | 3 | 0 | 3 | 1862 | 16.11 | 1.15 | 1.62 | 11.29 | -1.3 | -4.6 | 7.0 | 10.2 | -29.9 | 10.0 | 53.9 |
| AVERAGE 3 PROP GROUPS | | | 30 | 1940 | 11.84 | 1.09 | 1.28 | 12.11 | -3.5 | -0.5 | 9.4 | 9.0 | 2.3 | 10.9 | 758.4 |
| PROP & MTG COMBINATION | 15 | 9 | 24 | 2146 | 9.66 | 0.43 | 0.65 | 7.02 | -7.3 | 5.1 | 10.7 | 6.1 | -27.4 | 6.8 | 407.9 |
| SHORT-TERM MTG | 11 | 0 | 11 | 1757 | 15.05 | 0.60 | 0.73 | 8.34 | -7.2 | 0.4 | 11.5 | 7.2 | -44.6 | 4.8 | 175.0 |
| LONG-TERM MTG/PROP | 13 | 0 | 13 | 3448 | 14.70 | 0.96 | 0.93 | 9.33 | -7.0 | -20.4 | 10.0 | 10.3 | -36.6 | 6.3 | 420.7 |
| MTG/FCLSD PROP-MISC | 8 | 7 | 15 | 2717 | 4.74 | 0.00 | 0.10 | 2.55 | -20.3 | 4.0 | 23.6 | 0.0 | -46.2 | 2.3 | 103.2 |
| -BANK | 0 | 16 | 16 | 2060 | 3.48 | 0.00 | 0.38 | 2.86 | -13.6 | 17.2 | 7.4 | 0.0 | -17.8 | 11.0 | 77.1 |
| -INDEPEND | 0 | 31 | 31 | 3240 | 0.93 | 0.00 | 0.23 | 1.70 | -21.4 | 13.7 | 7.3 | 0.0 | 81.7 | 25.0 | 130.1 |
| AVERAGE 3 MTG/FCLSD PROP | | | 62 | 2809 | 2.51 | 0.00 | 0.24 | 2.20 | -18.6 | 11.9 | 9.1 | 0.0 | -12.3 | 9.6 | 310.4 |
| OVERALL AVERAGE | 77 | 63 | 140 | 2486 | 7.85 | 0.44 | 0.63 | 6.29 | -7.7 | -1.1 | 9.9 | 7.1 | -19.8 | 8.1 | 2072.4 |
| DOW-JONES INDUSTRIAL AVERAGE | | | | | | | 91.37 | 797.73 | -4.2 | -3.9 | 8.7 | 5.9 | | | |

*Latest quarter annualized.

STRAIGHT BONDS

| ISSUER & DESC. | EX | INT. | MAT | MIL \$ | PRICE | % CHANGE | % YIELD |
|-------------------|----|------|------|--------|-------|----------|---------|
| BARNETT MTG-C | OC | 6.75 | '91 | 5.4 | 48.00 | -14.2 | 14 |
| BARNETT MTG-CD | OC | 8.50 | '98 | 9.6 | 70.00 | -22.1 | 12 |
| BARNETT-WIN-CE | OC | 8.25 | '98F | 18.3 | 92.00 | -2.0 | DEF |
| BAY COLONY PROP-B | PS | 8.50 | '89 | 17.0 | 66.00 | -4.2 | 12 |
| BAY COLONY PROP-C | NY | 8.50 | '81F | 6.8 | 81.63 | -3.9 | 10 |
| BT MTG INV-C | OC | 5.75 | '82 | 19.4 | 53.00 | -17.1 | 10 |
| CHASE MAN TR-A | OC | 7.88 | '78F | 36.7 | 68.00 | -11.6 | DEF |
| CHASE MAN TR-C | OC | 7.50 | '83 | 41.2 | 28.00 | -12.4 | DEF |
| CITIZNS MTG INV-B | OC | 8.50 | '80 | 20.0 | 33.00 | -10.7 | VJ |
| CONT ILL RLTY-B | NY | 7.63 | '79 | 25.0 | 87.50 | -3.7 | 8 |
| COUSINS M&E-C | NY | 6.50 | '82F | 30.0 | 55.13 | -11.0 | 11 |
| FIRST MTG INV-A | OC | 6.75 | '82 | 9.1 | 53.00 | 0.0 | 12 |
| FIRST NEWPORT-B | OC | 8.75 | '79 | 7.4 | 88.00 | -1.0 | 9 |
| FIRST VA MTG-A | OC | 4.00 | '80 | 15.0 | 72.00 | -3.9 | 5 |
| FIRST VA MTG-EM | OC | 8-12 | '80 | 5.0 | 82.00 | -3.4 | 9 |
| GMR PROPERTIES-C | AS | 7.70 | '80 | 20.0 | 78.00 | -4.8 | 9 |
| GREAT AMER MGMT-B | OC | 7.55 | '79 | 25.0 | 31.00 | -16.1 | VJ |
| GREAT AMER MGMT-C | OC | 8.75 | '83 | 25.0 | 19.00 | -13.5 | VJ |
| GROWTH RLTY-C | NY | 6.75 | '82 | 9.2 | 72.75 | -5.1 | 9 |
| GUARDIAN MTG-B | OC | 7.50 | '79 | 25.0 | 33.00 | -17.4 | VJ |
| GUARDIAN MTG-C | OC | 6.75 | '86 | 8.6 | 23.00 | -11.4 | VJ |
| IDS REALTY-H | OC | --- | --- | 127.8 | 55.00 | -12.6 | NC |
| INSTITNL INV-B | NY | 7.88 | '80 | 20.0 | 83.00 | -3.3 | 9 |
| JUSTICE MTG-B | OC | 7.75 | '79 | 9.6 | 45.00 | -21.0 | VJ |
| MIDLAND MTG-B | NY | 8.00 | '80 | 17.1 | 82.75 | 2.2 | 9 |

STRAIGHT BONDS

| ISSUER & DESC. | EX | INT. | MAT | MIL \$ | PRICE | % CHANGE | % YIELD |
|-----------------|----|-------|------|--------|-------|----------|---------|
| MTG INV WASH-BG | OC | 11.25 | '80 | 15.0 | 62.00 | -24.3 | 18 |
| NATIONWIDE RE-C | OC | 7.00 | '91 | 6.5 | 76.00 | -1.2 | 9 |
| NJB PRIME INV-C | OC | 7.00 | '80F | 4.7 | 32.00 | -28.8 | VJ |
| NO AMER MTG-B | PS | 8.50 | '87 | 12.1 | 72.00 | 0.0 | 11 |
| NO AMER MTG-C | NY | 5.50 | '79 | 16.3 | 89.00 | 1.7 | 6 |
| REALTY REFUND | NY | 11.38 | '98 | 20.0 | 90.13 | 0.0 | 12 |
| REALTY REFUND-C | NY | 12.00 | '98 | 15.0 | 93.25 | -5.7 | 12 |
| SAUL (B.F.)-C | NY | 8.50 | '80 | 25.0 | 91.00 | -0.4 | 9 |
| SECURITY MTG-# | AS | 7.25 | '82 | 50.0 | 85.00 | -2.1 | 8 |
| SECURITY MTG-C# | OC | 6.00 | '82 | 17.1 | 66.00 | -1.4 | 9 |
| SO ATLANTIC-C# | NY | 6.75 | '82F | 16.9 | 62.63 | -8.5 | 10 |
| STATE MUT INV-B | NY | 9.00 | '80F | 6.2 | 91.00 | -1.4 | 9 |
| TRI-SOUTH MTG-B | NY | 7.75 | '80F | 19.3 | 80.00 | -7.9 | 9 |

DESCRIPTION: A-SENIOR; B-SENIOR SUBORDINATE; C-SUBORDINATE OR JUNIOR SUBORDINATE. D-CONVERTIBLE AT \$1.62. E-CONVERTIBLE AT \$31 TILL 12/1/78 WHEN PRICE WILL BE ADJUSTED. M-VARIABLE AT 1 1/2% OVER MONTHLY PRIME. G-VARIABLE AT 1 1/4% OVER PRIME IN OCT. AND APRIL. H-FIVE SERIES, A-E: 6-7/8%, 7-1/8%, 7-3/8%, TWO VARIABLE; 1987-94. VJ-BANKRUPTCY REORGANIZATION.

X-SUSPENDED BY EXCHANGE. DEF-IN DEFAULT.

#-MAY BE USED AT PAR TO EXERCISE WARRANTS.

F-TRADES FLAT, WITHOUT ACCRUED INTEREST.

PH-PHILADELPHIA EXCHANGE. PS-PACIFIC EXCHANGE.

| | EXCH/ SYMBOL | SHARE (000) | BOOK VALUE | ANN DIV* | -EARNINGS-- MON ANN* | LAST PRICE | % CHANGE MON AGO | FROM- JAN 1 | P/E RATIO | ANN* YIELD | % PR TO BK | RETURN ON BK | MKT VA (MIL\$) | | |
|---|-----------------|----------------|---------------|-------------|-------------------------|---------------|---------------------|----------------|--------------|---------------|---------------|-----------------|-------------------|------|-------|
| PROPERTY TRUSTS-OVER \$25M ASSETS | | | | | | | | | | | | | | | |
| NR | AMER EQUITY IT# | OC AEQTS | 2497 | 6.51 | 0.90 | SEP | 0.87 ↓ | 7.50 | -14.3 | 30.4 | 8.6 | 12.0 | 15.2 | 13.4 | 18.7 |
| 3N | API TRUST | OC APITS | 1012 | 7.30 | 0.00 | JUN | 0.32 | 2.13 | -14.8 | -49.9 | 6.7 | 0.0 | -70.8 | 4.4 | 2.2 |
| NR | CMNWTH RLTY # | OC CRTYC | 1180 | 6.24 | 0.80 ← | MAY | 0.77 | 9.00 X | -8.0 | 0.0 | 11.7 | 8.9 | 44.2 | 12.3 | 10.6 |
| 4 | CONSOL CAP RLY# | OC CCPLS | 1989 | 17.20 | 2.06 ← | AUG | 1.24 ↓ | 25.00 X | -6.8 | -7.4 | 20.2 | 8.2 | 45.3 | 7.2 | 49.7 |
| 2 | CONT ILL PROP# | NY CIE | 4808 | 19.66 | 1.28 | JUL | 1.42 | 14.25 | -3.4 | -8.1 | 10.0 | 9.0 | -27.5 | 7.2 | 68.5 |
| 2 | DENVER REIA# | OC DENVS | 1101 | 8.06 | 0.72 | MAR | 0.84 | 10.13 | -2.4 | 20.9 | 12.1 | 7.1 | 25.7 | 10.4 | 11.2 |
| 2 | FEDERAL REALTY# | AS FRT | 1469 | 9.81 | 1.36 | SEP | 1.16 ↓ | 16.50 | -9.6 | 1.5 | 14.2 | 8.2 | 68.2 | 11.8 | 24.2 |
| 2 | FIRST UNION # | NY FUR | 4270 | 8.63 | 1.08 | JUL | 1.39 | 11.00 | -4.3 | -14.6 | 7.9 | 9.8 | 27.5 | 16.1 | 47.0 |
| 2 | FLORIDA GULF# | OC PGLFS | 995 | 14.59 | 1.28 | JUL | 1.48 | 13.75 | -5.2 | -1.8 | 9.3 | 9.3 | -5.8 | 10.1 | 13.7 |
| 1 | GENERAL GROWTH# | NY GGP | 6202 | 6.38 | 1.56 | JUN | 1.73 | 23.88 | -2.5 | -1.0 | 13.8 | 6.5 | 274.3 | 27.1 | 148.1 |
| 2 | GOULD INVESTOR# | AS GTR | 1174 | 6.97 | 0.88 ← | JUN | 1.20 | 8.88 | -6.5 | 26.9 | 7.4 | 9.9 | 27.4 | 17.2 | 10.4 |
| 2 | GREIT REALTY # | AS GRT | 998 | 11.31 | 0.40 | JUL | 0.88 | 6.13 | -3.9 | -3.9 | 7.0 | 6.5 | -45.8 | 7.8 | 6.1 |
| 2 | HUBBARD REI | NY HRE | 4004 | 22.84 | 1.44 | JUL | 1.72 | 16.25 | -6.5 | -8.5 | 9.4 | 8.9 | -28.9 | 7.5 | 65.1 |
| 2 | NEW PLAN RLTY# | OC NPLNS | 2537 | 2.67 | 0.72 | JUL | 0.00 ↓ | 8.75 X | 0.7 | 7.2 | 0.0 | 8.2 | 227.7 | 0.0 | 22.2 |
| 2 | PENN REIT # | AS PEI | 1516 | 13.17 | 1.25 | AUG | 2.89 ↑ | 14.63 | -4.9 | 2.7 | 5.1 | 8.5 | 11.1 | 21.9 | 22.2 |
| NR | PRUDENT REIT# | AS PRU | 3146 | 2.30 | 0.24 ← | MAY | 0.28 | 3.88 | -3.0 | 47.5 | 13.9 | 6.2 | 68.7 | 12.2 | 12.2 |
| 3 | REIT OF AMERICA | AS REI | 1633 | 21.59 | 1.20 | AUG | 1.12 | 15.13 | -2.4 | 4.3 | 13.5 | 7.9 | -29.9 | 5.2 | 24.7 |
| 2 | SAN FRAN RE # | AS SFI | 1376 | 19.91 | 1.40 ↑ | JUN | 1.32 | 16.50 X | 2.9 | 9.1 | 12.5 | 8.5 | -17.1 | 6.6 | 22.7 |
| NR | UNIVERSITY REI# | OC URETS | 2514 | 8.33 | 0.72 | JUN | 0.36 ← | 9.50 | 0.0 | -9.5 | 26.4 | 7.6 | 14.0 | 4.3 | 23.9 |
| 2 | WASH REIT # | AS WRE | 1518 | 11.48 | 1.88 ↑ | JUN | 2.04 ↑ | 20.88 | -9.7 | -13.5 | 10.2 | 9.0 | 81.9 | 17.8 | 31.7 |
| GROUP AVERAGE | | | 2297 | 11.25 | 1.06 | | 1.15 | 12.68 | -3.5 | -1.5 | 11.0 | 8.3 | 12.8 | 10.2 | 635.1 |
| PROPERTY TRUSTS-SPECIALITY PROPS & UNDER \$25M ASSETS | | | | | | | | | | | | | | | |
| NR | GENERAL RE # | OC GRELS | 557 | 7.86 | 1.12 | JUN | 1.42 | 7.50 | 0.0 | 25.0 | 5.3 | 14.9 | -4.6 | 18.1 | 4.2 |
| 3 | HOTEL INVESTOR# | AS HOT | 1558 | 17.30 | 1.80 | MAY | 2.00 | 16.75 | -11.3 | -1.5 | 8.4 | 10.7 | -3.2 | 11.6 | 26.1 |
| NR | PITTS & W VA RA | AS PW | 1510 | 22.72 | 0.56 | SEP | 0.80 ← | 6.00 | -2.1 | -23.9 | 7.5 | 9.3 | -73.6 | 3.5 | 9.1 |
| NR | RE INV PROPS # | OC REIPS | 960 | 7.59 | 1.06 | SEP | 1.24 ↑ | 11.00 | -2.2 | 10.0 | 8.9 | 9.6 | 44.9 | 16.3 | 10.6 |
| NR | REIT OF CALIF | OC RTCAL | 550 | 9.35 | 1.28 ↑ | SEP | 1.44 ↑ | 15.00 | 0.0 | 20.0 | 10.4 | 8.5 | 60.4 | 15.4 | 8.3 |
| NR | TERRYDALE R# | OC TRYLS | 336 | 13.77 | 1.60 | JUN | 2.84 ↑ | 14.75 | -4.8 | 9.3 | 5.2 | 10.8 | 7.1 | 20.6 | 5.0 |
| NR | US EQUITY & MTG | OC USEM | 1214 | 3.35 | 0.68 | JUL | 1.03 | 5.00 | -33.3 | -9.1 | 4.9 | 13.6 | 49.3 | 30.7 | 6.1 |
| GROUP AVERAGE | | | 955 | 11.71 | 1.16 | | 1.54 | 10.86 | -4.8 | 5.0 | 7.1 | 10.7 | -7.2 | 13.1 | 69.4 |
| PROPERTY TRUSTS-SUBOR LAND LEASEBACK | | | | | | | | | | | | | | | |
| 2 | ICM REALTY | AS ICM | 3011 | 15.13 | 0.24 | AUG | 0.96 | 8.00 | -14.7 | 14.3 | 8.3 | 3.0 | -47.1 | 6.3 | 24.1 |
| 2 | JMB REALTY | OC JMBS | 510 | 19.53 | 2.00 | MAY | 2.69 | 15.25 | 1.7 | -7.6 | 5.7 | 13.1 | -21.9 | 13.8 | 7.8 |
| 3 | PROPERTY CAPITL | AS PCL | 2065 | 13.68 | 1.20 ← | OCT | 1.20 ← | 10.63 | -3.4 | -11.4 | 8.9 | 11.3 | -22.3 | 8.8 | 22.0 |
| GROUP AVERAGE | | | 1862 | 16.11 | 1.15 | | 1.62 | 11.29 | -1.3 | -4.6 | 7.0 | 10.2 | -29.9 | 10.0 | 53.9 |
| PROPERTY & MTG COMBINATION | | | | | | | | | | | | | | | |
| 2 | BANKAMER RLTY | OC BRITS | 3547 | 16.92 | 1.00 ← | OCT | 1.28 ↓ | 11.75 | 2.2 | 11.9 | 9.2 | 8.5 | -30.6 | 7.6 | 41.7 |
| 3N | BRT REALTY | AS BRT | 1400 | 2.70 | 0.00 | AUG | 0.00 ↓ | 1.25 | -28.6 | 81.2 | 0.0 | 0.0 | -53.7 | 0.0 | 1.8 |
| 1 | CONN GEN M&R# | NY OGM | 5720 | 18.86 | 1.80 | SEP | 1.90 ↑ | 19.00 | 2.0 | -9.5 | 10.0 | 9.5 | 0.7 | 10.1 | 108.7 |
| 2 | FLATLEY RLTY # | OC FLTLS | 1000 | 7.04 | 0.20 | JUN | 0.68 | 4.25 | 6.3 | 30.8 | 6.3 | 4.7 | -39.6 | 9.7 | 4.3 |
| 2N | INDIANA M&R # | OC INDMS | 1154 | 8.87 | 0.00 | SEP | 0.64 ↑ | 4.00 | 0.0 | 14.3 | 6.3 | 0.0 | -54.9 | 7.2 | 4.6 |
| 2 | INVESTORS RL# | AS IRT | 1479 | 11.11 | 0.60 | AUG | 0.76 | 7.63 | -7.5 | 1.7 | 10.0 | 7.9 | -31.3 | 6.8 | 11.3 |
| 2 | MILLER HENRY S | OC HSMTS | 560 | 16.95 | 1.00 | AUG | 2.97 | 14.00 | 0.0 | 40.0 | 4.7 | 7.1 | -17.4 | 17.5 | 7.8 |
| 1 | MORTGAGE GROWTH | AS MTG | 2627 | 10.65 | 0.64 | AUG | 0.52 | 6.00 | -15.8 | 4.3 | 11.5 | 10.7 | -43.7 | 4.9 | 15.8 |
| 2 | PROP TR AMER# | OC PTRAS | 2338 | 7.37 | 0.32 ↑ | JUN | 0.24 | 4.50 X | -6.1 | -12.3 | 18.8 | 7.1 | -38.9 | 3.3 | 10.5 |
| 3 | REALTY INCOME | AS RIT | 1566 | 9.43 | 1.40 ← | JUL | 0.00 | 12.38 | 1.1 | -3.9 | 0.0 | 11.3 | 31.3 | 0.0 | 19.4 |
| NR | RIVIERE RLTY # | OC RIVI6 | 783 | 8.57 | 0.60 | JUN | 0.96 | 5.75 | -4.2 | 4.5 | 6.0 | 10.4 | -32.9 | 11.2 | 4.5 |
| 3N | SAUL (BF) REIT | NY BFS | 5859 | 5.08 | 0.00 | SEP | 0.00 | 5.38 | -6.4 | 26.6 | 0.0 | 0.0 | 5.9 | 0.0 | 31.5 |
| 2 | US BANCORP # | AS UBT | 840 | 17.03 | 0.80 | AUG | 1.76 | 14.00 | -5.9 | 40.0 | 8.0 | 5.7 | -17.8 | 10.3 | 11.8 |
| 2 | VIRGINIA REI# | OC VARES | 1251 | 10.08 | 0.80 ↑ | SEP | 0.96 ↑ | 10.00 X | -15.0 | 29.0 | 10.4 | 8.0 | -0.8 | 9.5 | 12.5 |
| 3 | WELLS FARGO M&E | NY WFM | 3917 | 17.48 | 1.20 | SEP | 1.68 | 11.00 X | -17.8 | -17.0 | 6.5 | 10.9 | -37.1 | 9.6 | 43.1 |
| GROUP AVERAGE | | | 2269 | 11.21 | 0.69 | | 0.96 | 8.73 | -3.7 | 8.2 | 9.1 | 7.9 | -22.2 | 8.5 | 329.3 |
| SHORT TERM MTG-MTG BANKER & MISC FIN SPONSOR | | | | | | | | | | | | | | | |
| 3N | BAIRD & WARNER | OC BAIDS | 1043 | 15.86 | 0.00 | JUL | 0.00 | 7.00 | -12.5 | 16.7 | 0.0 | 0.0 | -55.9 | 0.0 | 7.3 |
| 2N | CENTRAL MTG | OC CMRTS | 775 | 12.81 | 0.00 | SEP | 1.20 ↑ | 5.00 | -9.1 | 28.9 | 4.2 | 0.0 | -61.0 | 9.4 | 3.9 |
| 2 | FIRST CONTNL | OC FCRES | 2106 | 10.32 | 1.00 | AUG | 1.04 | 7.75 | 0.0 | -8.8 | 7.5 | 12.9 | -24.9 | 10.1 | 16.3 |
| ↓ 3 | FRASER MTG | OC FRASS | 1038 | 16.64 | 1.12 | MAY | 0.71 | 10.75 | -6.5 | -4.4 | 15.1 | 10.4 | -35.4 | 4.3 | 11.2 |
| 2N | HANOVER SQ RLTY | AS HSQ | 946 | 11.25 | 0.00 | MAY | 0.12 | 5.88 | -11.3 | 12.0 | 49.0 | 0.0 | -47.7 | 1.1 | 5.6 |
| ↓ 2 | LOMAS & NETLIT | NY LOM | 3700 | 27.83 | 1.92 | SEP | 1.92 | 15.38 | -15.2 | -22.6 | 8.0 | 12.5 | -44.7 | 6.9 | 56.9 |
| 2 | M&T MORTGAGE | OC MTMIS | 1482 | 10.27 | 1.20 | AUG | 1.24 | 9.38 | 1.4 | -6.2 | 7.6 | 12.8 | -8.7 | 12.1 | 13.9 |
| ↑ 1N | MTG TRUST AMER | NY MT | 3860 | 12.91 | 0.00 | AUG | 0.56 | 6.13 | -7.5 | 2.2 | 10.9 | 0.0 | -52.5 | 4.3 | 23.7 |
| 2 | NATIONWIDE RE | OC NRELS | 1047 | 24.36 | 0.40 ↓ | SEP | 0.52 ↓ | 13.00 X | -8.1 | 62.5 | 25.0 | 3.1 | -46.6 | 2.1 | 13.6 |
| 2 | SUTRO MTG INV | NY SUT | 2322 | 15.56 | 1.00 | SEP | 0.62 | 8.38 X | -9.2 | -10.7 | 13.5 | 11.9 | -46.1 | 4.0 | 19.5 |
| 2N | WESTERN MTG | BO WMTGS | 1003 | 7.77 | 0.00 | MAY | 0.08 | 3.13 | -13.8 | -3.7 | 39.1 | 0.0 | -59.7 | 1.0 | 3.1 |
| GROUP AVERAGE | | | 1757 | 15.05 | 0.60 | | 0.73 | 8.34 | -7.2 | 0.4 | 11.5 | 7.2 | -44.6 | 4.8 | 175.0 |
| LONG-TERM MTGS & PROPERTIES | | | | | | | | | | | | | | | |
| 3N | BT MTG INVSTRS | NY BTM | 2116 | -2.94 | 0.00 | JUN | 0.00 | 1.50 | -25.0 | -33.3 | 0.0 | 0.0 | -0.0 | -0.0 | 3.2 |
| NR | DEL-VAL FIN CP* | OC DVALS | 905 | 9.36 | 1.38 ← | SEP | 1.28 ↓ | 11.00 X | -1.2 | -18.5 | 8.6 | 12.5 | 17.5 | 13.7 | 10.0 |
| 3 | EQUIT LF MTG | NY EQ | 5663 | 23.43 | 2.00 | JUL | 2.16 | 17.75 | -5.3 | -32.1 | 8.2 | 11.3 | -24.2 | 9.2 | 100.5 |
| ↓ 3 | HOSPITAL MTG# | AS HMG | 1178 | 22.54 | 0.60 | AUG | 0.60 | 8.75 | -16.7 | -4.2 | 14.6 | 6.9 | -61.2 | 2.7 | 10.3 |
| 1 | MASSMUTUAL MTG | NY MML | 4670 | 19.63 | 1.36 | JUL | 1.33 | 12.38 | -13.1 | -19.5 | 9.3 | 11.0 | -36.9 | 6.8 | 57.8 |
| ↑ 2 | MONY MTG INV | NY MYM | 8935 | 9.82 | 0.92 | AUG | 0.68 | 8.63 | -2.8 | -13.7 | 12.7 | 10.7 | -12.1 | 6.9 | 77.1 |
| ↓ 3 | NOWSTRN MUT MT | NY NML | 4758 | 19.12 | 1.00 | SEP | 0.68 | 10.00 | -8.1 | -18.4 | 14.7 | 10.0 | -47.7 | 3.6 | 47.6 |
| 1 | PACIFIC SO MTG | OC PSMTS | 800 | 11.92 | 0.60 | JUN | 0.60 | 6.63 | -5.3 | -1.8 | 11.1 | 9.0 | -44.4 | 5.0 | 5.3 |
| ↓ 3 | PNB MTG& RL# | NY PNI | 2437 | 18.77 | 0.88 | JUN | 1.08 | 8.25 | -16.5 | -23.3 | 7.6 | 10.7 | -56.0 | 5.8 | 20.1 |
| 3 | REALTY REFUND | NY RRF | 1377 | 18.01 | 1.68 ↓ | OCT | 1.68 ↓ | 14.25 | -8.8 | -32.1 | 8.5 | 11.8 | -20.9 | 9.3 | 19.6 |
| 2 | RLTY & MTG PAC | OC RPACS | 1890 | 18.00 | 1.28 | AUG | 1.16 | 11.25 | -12.7 | -9.1 | 9.7 | 11.4 | -37.5 | 6.4 | 21.3 |
| 3N | SECURITY MTG | AS SMO | 6487 | 5.88 | 0.00 | JUN | 0.00 | 3.00 | 0.0 | 0.0 | 0.0 | 0.0 | -49.0 | 0.0 | 19.5 |
| 1 | UNITED REALTY | AS URT | 3610 | 17.61 | 0.84 | AUG | 0.84 | 7.88 | -8.7 | -20.2 | 9.4 | 10.7 | -55.3 | 4.8 | 28.4 |
| GROUP AVERAGE | | | 3448 | 14.70 | 0.96 | | 0.93 | 9.33 | -7.0 | -20.4 | 10.0 | 10.3 | -36.6 | 6.3 | 420.7 |

#NET CASH FLOW, SEE PAGE 6. *GROSS CASH FLOW. ARROWS DENOTE NEW EARNINGS OR DIVIDENDS AND DIRECTION. ZEROES INDICATE LOSS OR NO EARNINGS FOR QUARTER SHOWN. EXTRAORDINARY GAINS NOT ANNUALIZED. AMERICAN EQUITY & ICM REALTY DIVIDENDS TRAILING 12 MONTHS. PH-PHILADELPHIA EXCHANGE. PS-PACIFIC EXCHANGE. BO-BOSTON EXCHANGE. NR-NOT RANKED. VJ-IN BANKRUPTCY REORGANIZATION. Y-CH. XI REORGANIZATION COMPLETED. Z-CH. XI PROPOSED OR POSSIBLE. -0.0 IN % PRICE TO BOOK INDICATES NEGATIVE BOOK VALUE. CONTINENTAL MTG. EARNINGS FOR 4 MONTHS ENDED JULY 31, 1978 BEFORE RESULT OF INCLUDING OPERATIONS OF SUBSIDIARIES.

| | | EXCH/ SYMBOL | SHARE (000) | BOOK VALUE | ANN DIV* | -EARNINGS-- MON ANN* | LAST PRICE | % CHANGE MON AGO | FROM- JAN 1 | P/E RATIO | ANN* YIELD | % PR TO BK | RETURN ON BK | MKT VA (MIL\$) | |
|---|-------------------|-----------------|----------------|---------------|-------------|-------------------------|---------------|---------------------|----------------|--------------|---------------|---------------|-----------------|-------------------|-------|
| MTG & FORECLOSED PROPERTY-MISC SPONSOR | | | | | | | | | | | | | | | |
| 3N | AMER CENTURY MI | NY ACT | 2607 | 5.29 | 0.00 | SEP | 0.00↓ | 2.50 | -28.6 | -20.1 | 0.0 | 0.0 | -52.7 | 0.0 | 6.5 |
| 2N | COLWELL MTG | OC CLMTS | 2030 | 2.90 | 0.00 | SEP | 0.00↓ | 1.88 | -6.0 | 135.0 | 0.0 | 0.0 | -35.2 | 0.0 | 3.8 |
| 3N | CONT ILL RLTY | NY CIR | 2797 | 2.28 | 0.00 | SEP | 0.61↑ | 2.75 | -12.1 | -15.4 | 4.5 | 0.0 | 20.6 | 26.8 | 7.7 |
| 3N | HEITMAN MTG | AS HTM | 3292 | 2.01 | 0.00 | SEP | 0.00 | 1.25 | -23.3 | -16.7 | 0.0 | 0.0 | -37.8 | 0.0 | 4.1 |
| 2N | MIDLAND MTG | NY MMT | 2382 | 0.24 | 0.00 | SEP | 0.05↓ | 1.63 | -34.8 | 30.4 | 32.6 | 0.0 | 579.2 | 20.8 | 3.9 |
| 2N | MISSION INV TR | AS MIT | 1812 | 4.87 | 0.00 | AUG | 0.00 | 3.00 | -7.7 | 71.4 | 0.0 | 0.0 | -38.4 | 0.0 | 5.4 |
| ↓3N | NORTH AMER MTG | NY NAM | 4401 | 8.45 | 0.00 | SEP | 0.00 | 2.88 | -20.7 | -23.2 | 0.0 | 0.0 | -65.9 | 0.0 | 12.7 |
| 2N | WACHOVIA RLTY | NY WRI | 3335 | 9.81 | 0.00 | AUG | 0.00 | 3.75 | -25.0 | -16.7 | 0.0 | 0.0 | -61.8 | 0.0 | 12.5 |
| GROUP AVERAGE | | | 2832 | 4.48 | 0.00 | | 0.08 | 2.46 | -20.3 | -1.5 | 29.8 | 0.0 | -45.2 | 1.8 | 56.6 |
| PROP & MTG COMBINATION-NON-QUALIFIED (MOST INDEPENDENT) | | | | | | | | | | | | | | | |
| 4N | AMER REALTY | OC ARB | 2222 | 3.37 | 0.00 | JUN | 0.12 | 1.88 | -28.5 | 62.1 | 15.7 | 0.0 | -44.2 | 3.6 | 4.2 |
| 2N | BAY COLONY PROP | NY BAY | 3315 | 6.18 | 0.00 | AUG | 0.07 | 3.50 | 0.0 | 27.3 | 50.0 | 0.0 | -43.4 | 1.1 | 11.6 |
| 2N | C I REALTY # | NY CIX | 2609 | 16.58 | 0.00 | AUG | 0.48 | 10.00 | -24.5 | -5.9 | 20.8 | 0.0 | -39.7 | 2.9 | 26.1 |
| 3N | CITIZENS GROWTH | OC CITGS | 811 | 6.82 | 0.00 | APR | 0.00 | 2.75 | -38.9 | 57.1 | 0.0 | 0.0 | -59.7 | 0.0 | 2.2 |
| 3N | FRANKLIN RLTY | AS FR | 999 | 7.91 | 0.00 | SEP | 0.04↓ | 4.88 | -13.3 | -4.9 | 122.0 | 0.0 | -38.3 | 0.5 | 4.9 |
| 2N | SUMMIT PROP # | OC SMTS | 1543 | 6.73 | 0.00 | JUL | 0.00 | 3.25 | -7.1 | -18.8 | 0.0 | 0.0 | -51.7 | 0.0 | 5.0 |
| 2N | US REALTY # | NY UTY | 3434 | 3.98 | 0.00 | JUN | 0.32 | 5.00 | -13.0 | 2.5 | 15.6 | 0.0 | 25.6 | 8.0 | 17.2 |
| 3N | WALTER RLTY # | OC WALJS | 1035 | 7.47 | 0.00 | OCT | 0.27↓ | 4.63 | -2.5 | -11.8 | 17.1 | 0.0 | -38.0 | 3.6 | 4.8 |
| 2N | WISCONSIN REIT | OC WREIS | 1514 | 4.85 | 0.00 | JUN | 0.03 | 1.75 | -26.5 | -54.9 | 58.3 | 0.0 | -63.9 | 0.6 | 2.6 |
| GROUP AVERAGE | | | 1942 | 7.10 | 0.00 | | 0.15 | 4.18 | -18.0 | -4.5 | 28.3 | 0.0 | -41.1 | 2.1 | 78.6 |
| MTG & FORECLOSED PROP-NON-QUALIFIED-INDEPENDENT MGMT | | | | | | | | | | | | | | | |
| 2N | ALAMAND CORP | OC ALAM | 1355 | 0.59 | 0.00 | JUL | 0.02↓ | 2.00 | -27.3 | 22.7 | 100.0 | 0.0 | 239.0 | 3.4 | 2.7 |
| 2N | BARNETT-WINSTON | OC BWITS | 1663 | 2.67 | 0.00 | SEP | 2.99↑ | 1.13 | -30.7 | 28.4 | 0.4 | 0.0 | -57.7 | 112.0 | 1.9 |
| 5N | BUILDERS INV | OC BULDS | 2929 | 0.23 | 0.00 | JUN | 0.00 | 1.88 | -11.7 | 66.4 | 0.0 | 0.0 | 717.4 | 0.0 | 5.5 |
| 3N | CAPITAL MTG | PH CHU | 1675 | -1.27 | 0.00 | SEP | 0.00 | 1.00 | -20.0 | 23.5 | 0.0 | 0.0 | -0.0 | -0.0 | 1.7 |
| 4N | VJCONTINENTAL MTG | OC CMI | 20838 | -3.71 | 0.00 | JUL | 0.09 | 0.20 | -37.5 | -20.0 | 2.2 | 0.0 | -0.0 | -0.0 | 4.2 |
| 4N | COUSINS M&E | NY CUZ | 3854 | 0.99 | 0.00 | AUG | 0.00 | 2.25 | -25.0 | 50.0 | 0.0 | 0.0 | 127.3 | 0.0 | 8.7 |
| 2N | DIVERSIFIED MTG | NY DMG | 7327 | 8.46 | 0.00 | SEP | 0.00 | 3.13 | -19.3 | 19.0 | 0.0 | 0.0 | -63.0 | 0.0 | 22.9 |
| 4N | VJDOMINION MGR | OC DMRTS | 639 | -10.86 | 0.00 | AUG | 0.66 | 0.63 | -16.0 | 152.0 | 1.0 | 0.0 | -0.0 | -0.0 | 0.4 |
| 2N | EASTOVER CORP | OC EASTS | 1034 | 11.86 | 0.00 | SEP | 0.53 | 7.00 | -15.2 | 33.3 | 13.2 | 0.0 | -41.0 | 4.5 | 7.2 |
| 5N | FIRST MORTGAGE | OC PMTGS | 8495 | -5.98 | 0.00 | JUL | 0.01 | 0.56 | -30.9 | 0.0 | 56.0 | 0.0 | -0.0 | -0.0 | 4.8 |
| 4N | FIRST NEWPORT R | OC PNRS | 2339 | 3.44 | 0.00 | JUL | 0.14 | 1.38 | -26.6 | -4.2 | 9.9 | 0.0 | -59.9 | 4.1 | 3.2 |
| 3N | FIRST VIR REIT | OC FVM | 1208 | 6.42 | 0.00 | JUN | 0.41 | 1.75 | -26.5 | 16.7 | 4.3 | 0.0 | -72.7 | 6.4 | 2.1 |
| 5N | VJGREAT AMER M&I | OC GAA | 4456 | -12.99 | 0.00 | APR | 0.09 | 0.38 | -39.7 | 52.0 | 4.2 | 0.0 | -0.0 | -0.0 | 1.7 |
| 3N | GROWTH RLTY | NY GRW | 2059 | 8.03 | 0.00 | SEP | 0.00↓ | 3.75 | -9.2 | 7.1 | 0.0 | 0.0 | -53.3 | 0.0 | 7.7 |
| 5N | VJGUARDIAN MTG | PH GHI | 3000 | -13.81 | 0.00 | AUG | 0.59↑ | 0.75 | -25.0 | 19.0 | 1.3 | 0.0 | -0.0 | -0.0 | 2.3 |
| 2N | HAMILTON INV | OC HMTS | 2133 | 5.43 | 0.00 | SEP | 0.40↑ | 1.75 | -33.5 | -6.9 | 4.4 | 0.0 | -67.8 | 7.4 | 3.7 |
| 2N | INSTITUTIONAL | NY INV | 6074 | 2.98 | 0.00 | JUL | 0.33 | 1.63 | -18.5 | -31.5 | 4.9 | 0.0 | -45.3 | 11.1 | 9.9 |
| 2N | KENTUCKY PROPTY | OC KMTGS | 1100 | 2.61 | 0.00 | AUG | 0.00 | 1.88 | -31.6 | 88.0 | 0.0 | 0.0 | -28.0 | 0.0 | 2.1 |
| 5N | LIFETIME COM | OC LFMS | 6631 | 2.67 | 0.00 | JUL | 0.17 | 0.75 | -25.0 | 66.7 | 4.4 | 0.0 | -71.9 | 6.4 | 5.0 |
| 2N | LINCOLN MTG | OC LMGS | 1155 | 0.88 | 0.00 | JUN | 0.18 | 1.88 | -21.0 | 36.2 | 10.4 | 0.0 | 113.6 | 20.5 | 2.2 |
| 5N | VJMETROPLEX RLTY | OC JMI | 1184 | -0.28 | 0.00 | MAR | 0.00 | 0.50 | -43.2 | -10.7 | 0.0 | 0.0 | -0.0 | -0.0 | 0.6 |
| 3N | MTG INV WASH | OC MINVS | 2146 | 4.33 | 0.00 | JUN | 0.25 | 1.63 | -31.5 | -34.8 | 6.5 | 0.0 | -62.4 | 5.8 | 3.5 |
| 4N | NATIONAL MTG | OC NMF | 3707 | 2.03 | 0.00 | AUG | 0.12 | 0.88 | -22.1 | 57.1 | 7.3 | 0.0 | -56.7 | 5.9 | 3.3 |
| 5N | VJNJB PRIME INV | OC NJB | 1330 | -7.15 | 0.00 | AUG | 0.00 | 1.25 | -33.5 | 303.2 | 0.0 | 0.0 | -0.0 | -0.0 | 1.7 |
| 5N | PLAZA REALTY | OC PRSS | 1114 | 0.80 | 0.00 | JUN | 0.12 | 0.81 | -23.6 | -13.8 | 6.8 | 0.0 | 1.3 | 15.0 | 0.9 |
| 3N | REPUBLIC MTG | NY RMI | 2107 | 3.90 | 0.00 | SEP | 0.00 | 1.63 | -18.5 | -27.6 | 0.0 | 0.0 | -58.2 | 0.0 | 3.4 |
| 1N | TEXAS FIRST MTG | OC TFMS | 1055 | 8.00 | 0.00 | SEP | 0.03↓ | 3.38 | -12.9 | 28.5 | 112.7 | 0.0 | -57.8 | 0.4 | 3.6 |
| 2N | TIERCO | OC TIRS | 1170 | 6.62 | 0.00 | SEP | 0.12↓ | 2.13 | -14.8 | 42.0 | 17.8 | 0.0 | -67.8 | 1.8 | 2.5 |
| 4N | TRECO | OC TRECS | 2174 | 1.33 | 0.00 | JUN | 0.00 | 1.00 | -33.3 | 100.0 | 0.0 | 0.0 | -24.8 | 0.0 | 2.2 |
| 4N | UMET TRUST | NY UAT | 2109 | -3.46 | 0.00 | AUG | 0.00 | 1.63 | -6.9 | -45.7 | 0.0 | 0.0 | -0.0 | -0.0 | 3.4 |
| 2N | WESTPORT CO | OC WSPTS | 2388 | 4.22 | 0.00 | JUL | 0.00 | 2.13 | -12.7 | -5.3 | 0.0 | 0.0 | -49.5 | 0.0 | 5.1 |
| GROUP AVERAGE | | | 3240 | 0.93 | 0.00 | | 0.23 | 1.70 | -21.4 | 13.7 | 7.3 | 0.0 | 81.7 | 25.0 | 130.1 |
| MTG & FORECLOSED PROP-NON-QUALIFIED-COMCL BANK SPONSOR | | | | | | | | | | | | | | | |
| 5N | AMER FLETCHER M | OC AFM | 1352 | 0.30 | 0.00 | JUL | 0.42 | 1.75 | -26.5 | 98.9 | 4.2 | 0.0 | 483.3 | 140.0 | 2.4 |
| 2N | CAMERON-BROWN | NY CB | 2016 | 7.14 | 0.00 | SEP | 0.09↑ | 2.63 | -22.2 | 0.0 | 29.2 | 0.0 | -63.2 | 1.3 | 5.3 |
| 5N | CHASE MAN MTG | NY CMR | 4886 | -5.23 | 0.00 | AUG | 0.00 | 0.75 | -14.8 | -60.1 | 0.0 | 0.0 | -0.0 | -0.0 | 3.7 |
| 3N | CITINATL DEV | OC CITI6 | 600 | 13.33 | 0.00 | JUN | 0.29 | 7.75 | 0.0 | 24.0 | 26.7 | 0.0 | -41.9 | 2.2 | 4.7 |
| 5N | VJCITIZENS MTG | OC CZM | 1421 | -17.02 | 0.00 | JUN | 0.00 | 0.15 | -40.0 | -48.3 | 0.0 | 0.0 | -0.0 | -0.0 | 0.2 |
| 3N | CITIZENS&SO RLTY | NY CZS | 3829 | 1.89 | 0.00 | SEP | 1.77↑ | 1.25 | 0.0 | 98.4 | 0.7 | 0.0 | -33.9 | 93.7 | 4.8 |
| 2N | CLEVERTRUST RLTY | OC CTRIS | 2525 | 10.38 | 0.00 | JUN | 0.00 | 4.38 | -7.8 | 16.8 | 0.0 | 0.0 | -57.8 | 0.0 | 11.1 |
| 4N | FIDELCO GROWTH | AS FGI | 1580 | 5.32 | 0.00 | AUG | 1.59 | 3.63 | -12.1 | 61.3 | 2.3 | 0.0 | -31.8 | 29.9 | 5.7 |
| 2N | FIRST DENVER MI | OC FDENS | 1621 | 6.27 | 0.00 | JUN | 0.00 | 2.00 | -20.0 | -11.1 | 0.0 | 0.0 | -68.1 | 0.0 | 3.2 |
| 2N | FIRST MEMPHIS | OC FMMS | 1156 | 4.59 | 0.00 | MAY | 0.18 | 2.63 | -19.1 | 75.3 | 14.6 | 0.0 | -42.7 | 3.9 | 3.0 |
| 3N | FIRST PENN MTG | NY FPM | 2961 | 1.31 | 0.00 | JUL | 0.08 | 1.88 | -16.4 | 7.4 | 23.5 | 0.0 | 43.5 | 6.1 | 5.6 |
| 3N | FIRST WISCONSIN | OC FWTMS | 1987 | 5.58 | 0.00 | JUN | 0.00 | 2.63 | -24.9 | 31.5 | 0.0 | 0.0 | -52.9 | 0.0 | 5.2 |
| 5N | INDEPENDENCE MT | OC INTGS | 2500 | -3.92 | 0.00 | JUN | 0.11 | 1.25 | -37.5 | 89.4 | 11.4 | 0.0 | -0.0 | -0.0 | 3.1 |
| 2N | MARYLAND REALTY | OC MDRTS | 760 | 9.59 | 0.00 | AUG | 0.16 | 3.25 | -7.1 | -7.1 | 20.3 | 0.0 | -66.1 | 1.7 | 2.5 |
| 2N | NW FINANCIAL IN | OC NFINS | 1510 | 14.35 | 0.00 | SEP | 0.12↓ | 7.63 | -14.1 | 3.4 | 63.6 | 0.0 | -46.8 | 0.8 | 11.5 |
| 3N | TRI-SOUTH MTG | NY TSI | 2260 | 1.85 | 0.00 | SEP | 1.34↑ | 2.25 | -5.5 | 50.0 | 1.7 | 0.0 | 21.6 | 72.4 | 5.1 |
| GROUP AVERAGE | | | 2060 | 3.48 | 0.00 | | 0.38 | 2.86 | -13.6 | 17.2 | 7.4 | 0.0 | -17.8 | 11.0 | 77.1 |
| MTG & FORECLOSED PROP-NON-QUALIFIED-MISC FIN SPONSORS | | | | | | | | | | | | | | | |
| 2N | ATLANTA NATL | OC ATNAS | 1273 | 9.00 | 0.00 | AUG | 0.00 | 4.00 | -20.0 | 18.3 | 0.0 | 0.0 | -55.6 | 0.0 | 5.1 |
| 3N | BARNES MTG INV | OC BARN | 1910 | 11.10 | 0.00 | JUN | 0.00 | 2.13 | -22.5 | -22.5 | 0.0 | 0.0 | -80.8 | 0.0 | 4.1 |
| 4N | CI MTG GROUP | PH CI | 4812 | -3.32 | 0.00 | JUL | 0.00 | 2.25 | -10.0 | 226.1 | 0.0 | 0.0 | -0.0 | -0.0 | 10.8 |
| 2N | GMR PROP | NY GMR | 2210 | 3.77 | 0.00 | AUG | 0.00 | 2.00 | -27.3 | -6.1 | 0.0 | 0.0 | -46.9 | 0.0 | 4.4 |
| 4N | IDS REALTY | OC IDR | 2409 | 3.73 | 0.00 | JUL | 0.65 | 1.38 | -38.7 | -17.9 | 2.1 | 0.0 | -63.0 | 17.4 | 3.3 |
| 3N | SOUTH ATLANTIC | NY SAT | 2706 | 2.93 | 0.00 | JUL | 0.08 | 2.88 | -23.2 | 9.5 | 36.0 | 0.0 | -1.7 | 2.7 | 7.8 |
| 3N | STATE MUTUAL | NY SMU | 2786 | 8.08 | 0.00 | SEP | 0.23 | 4.00 | -8.7 | 10.2 | 17.4 | 0.0 | -50.5 | 2.8 | 11.1 |
| GROUP AVERAGE | | | 2587 | 5.04 | 0.00 | | 0.14 | 2.66 | -20.3 | 10.4 | 19.4 | 0.0 | -47.2 | 2.7 | 46.6 |
| PREFERRED STOCK & REIT FUNDS | | | | | | | | | | | | | | | |
| NR | COLWELL PFD | OC-CLMP | 2149 | 7.50L | 0.00 | SEP | 0.00↓ | 2.38 | -4.6 | | | | | | |

CONVERTIBLE DEBENTURES

| DEBENTURE | EX | MAT | INT (%) | CONV AT | RECENT PRICE | YIELD (%) | % CHNG | CONV PARITY | STOCK PRICE |
|--------------|----|------|---------|---------|--------------|-----------|--------|-------------|-------------|
| AMER CENTURY | AS | '90 | 7.00 | 21.00 | 65.00 | 10.8 | 0.8 | 13.65 | 2.50 |
| AMER CENTY'B | NY | '91 | 6.75 | 28.00 | 57.50 | 11.7 | -7.2 | 16.10 | 2.50 |
| AMER REALTY | OC | '84F | 7.00 | 10.40 | 60.00 | DEF | -4.7 | 6.24 | 1.88 |
| BAIRD&WARNER | OC | '91 | 6.75 | 21.00 | 62.00 | 10.9 | -6.0 | 13.02 | 7.00 |
| BANKAMERICA | OC | '90 | 6.75 | 21.00 | 78.00 | 8.7 | -4.8 | 16.38 | 11.75 |
| BENEF STD MI | OC | '91F | 6.50 | 27.75 | 50.00 | 13.0 | -13.7 | 13.87 | 2.00 |
| CAPITAL MTG | OC | '91F | 6.50 | 33.00 | 50.00 | 13.0 | -12.2 | 16.50 | 1.00 |
| CHASE MANHTN | OC | '96F | 6.50 | 55.00 | 25.00 | DEF | -10.6 | 13.75 | 0.75 |
| CHASE MANHTN | OC | '97 | 11.63 | 2.25 | 33.00 | DEF | -15.3 | 0.74 | 0.75 |
| CONN GENERAL | NY | '96 | 6.00 | 32.50 | 67.50 | 8.9 | -2.1 | 21.93 | 19.00 |
| CONTINTL MTG | OC | '90 | 6.25 | 19.79 | 24.00 | VJ | -11.0 | 4.74 | 0.20 |
| EQUITBL LF M | NY | '90 | 6.75 | 26.25 | 80.00 | 8.4 | 0.0 | 21.00 | 17.75 |
| FIRST NEWPRC | OC | '91F | 6.75 | 27.50 | 42.00 | 16.1 | -8.6 | 11.55 | 1.38 |
| FIRST PENN M | OC | '91F | 6.75 | 8.65 | 48.00 | 14.1 | -12.6 | 4.15 | 1.88 |
| FIRST UNION | NY | '91 | 7.00 | 13.00 | 82.13 | 8.5 | -6.6 | 10.67 | 11.00 |
| FRANKLIN RLY | AS | '89 | 7.00 | 10.00 | 74.75 | 9.4 | -4.1 | 7.47 | 4.88 |
| GRT AMER MI | OC | '91 | 7.00 | 35.50 | 14.00 | VJ | -26.2 | 4.96 | 0.38 |
| HANOVER SQ R | AS | '92 | 7.25 | 21.00 | 79.50 | 9.1 | -0.5 | 16.69 | 5.88 |
| HEITMAN MTG | AS | '92 | 7.50 | 14.70 | 55.88 | 13.4 | -11.6 | 8.21 | 1.25 |
| HOTEL INVSTR | OC | '90 | 7.75 | 21.00 | 78.00 | 9.9 | -11.3 | 16.38 | 16.75 |
| HOTEL INVSTR | OC | '91 | 7.50 | 25.25 | 72.00 | 10.4 | -9.9 | 18.18 | 16.75 |
| LINCOLN MTG | OC | '90 | 8.00 | 11.00 | 58.00 | 13.8 | -15.8 | 6.38 | 1.88 |
| MASSMUTL MTG | NY | '90 | 6.75 | 21.00 | 74.00 | 9.1 | -8.0 | 15.54 | 12.38 |
| MASSMUTUAL M | NY | '91 | 6.25 | 33.50 | 77.50 | 8.1 | -1.2 | 25.96 | 12.38 |
| MIDLAND MTG | OC | '86 | 7.00 | 16.67 | 50.00 | 14.0 | -7.3 | 8.33 | 1.63 |
| MONY MTG IN | NY | '90 | 7.00 | 11.00 | 86.00 | 8.1 | -2.7 | 9.46 | 8.63 |
| MTG INV WASH | OC | '90 | 8.00 | 15.00 | 65.00 | 12.3 | -4.3 | 9.75 | 1.63 |
| NJB PRIME | OC | '91F | 6.75 | 21.00 | 32.00 | VJ | -28.8 | 6.72 | 1.25 |
| NOWSTRN MUTL | NY | '91 | 6.00 | 21.00 | 72.50 | 8.3 | -0.6 | 15.22 | 10.00 |
| RAM PACIFIC | OC | '91 | 6.75 | 21.00 | 70.00 | 9.6 | -5.3 | 14.70 | 11.25 |
| REALTY INCOM | AS | '91 | 8.00 | 18.00 | 72.00 | 11.1 | -7.6 | 12.96 | 12.38 |
| REPUBLIC MI | NY | '90 | 9.00 | 19.00 | 92.25 | 9.8 | -3.2 | 17.52 | 1.63 |
| SAUL (BF) RL | OC | '91 | 6.50 | 23.00 | 64.00 | 10.2 | -2.9 | 14.72 | 5.38 |
| SAUL(BF) REI | OC | '90 | 8.00 | 15.50 | 67.00 | 11.9 | -10.6 | 10.38 | 5.38 |
| STATE MUTUAL | AS | '91 | 6.75 | 21.00 | 68.00 | 9.9 | 0.0 | 14.28 | 4.00 |
| SUTRO MIT | NY | '82 | 6.75 | 20.00 | 79.50 | 8.5 | -6.4 | 15.90 | 8.38 |
| SUTRO MTG | AS | '91 | 6.75 | 20.00 | 62.75 | 10.8 | -8.3 | 12.55 | 8.38 |
| TRI-SO / SR | PH | '88 | 10.00 | 2.50 | 95.00 | 10.5 | -9.4 | 2.37 | 2.25 |
| TRI-SOUTH MI | NY | '92F | 7.00 | 29.50 | 54.50 | 12.8 | -13.9 | 16.07 | 2.25 |
| US BANCORP | AS | '92 | 7.00 | 26.25 | 73.00 | 9.6 | -2.9 | 19.16 | 14.88 |
| US REALTY IN | NY | '89 | 5.75 | 20.20 | 59.00 | 9.7 | -7.7 | 11.91 | 5.00 |
| WESTPORT CO | OC | '91F | 6.75 | 21.00 | 52.00 | 13.0 | -16.0 | 10.92 | 2.13 |

CONVERSION PARITY IS PRICE AT WHICH SHARES WOULD HAVE TO SELL TO JUSTIFY DEBENTURE PRICE. VJ-IN BANKRUPTCY REORGANIZATION. F-TRADES FLAT, WITHOUT ACCRUED INTEREST. DEF-IN DEFAULT.

WARRANTS

| NAME | EXCH/ SYMBOL | EXP DATE | OUT (000) | EXER PRICE | NO. SH. | WTS PRICE | STK PRICE | CONV PREM | % CHG | MKT VA (MIL\$) |
|--------------|--------------|----------|-----------|------------|---------|-----------|-----------|-----------|-------|----------------|
| BARNES MTG | O-BARNW | 12/82 | 1910 | 20.00 | 1.0 | 0.06 | 2.13 | 841.8 | -33.2 | 0.1 |
| CAPITAL MTG | O-CMORW | 11/79 | 471 | 16.59 | 1.0 | 0.01 | 1.00 | 1560.0 | 0.0 | 0.0 |
| CI MTG | P-CI-W | 3/80 | 2854 | 20.00 | 1.0 | 0.03 | 2.25 | 790.2 | -49.9 | 0.1 |
| CITZNS&SO-B | O-CZS5 | 4/83 | 258 | 2.00 | 50.0 | 5.00 | 1.25 | 68.0 | -28.5 | 1.3 |
| FLATLEY RLTY | O-FLTLW | 5/79 | 1000 | 10.00 | 1.0 | 0.25 | 4.25 | 141.2 | 0.0 | 0.3 |
| JMB REALTY | O-JMBRW | 8/82 | 510 | 20.00 | 1.0 | 0.75 | 15.00 | 38.3 | -24.9 | 0.4 |
| M&T MTG INV | O-MTMIZ | 8/80 | 747 | 13.00 | 1.0 | 0.13 | 9.38 | 40.0 | -58.0 | 0.1 |
| MTG INV WASH | O-MINVW | 3/80 | 931 | 15.00 | 1.0 | 0.03 | 1.63 | 822.1 | -49.9 | 0.0 |
| NATIONWID RE | O-NRELW | 1/81 | 652 | 32.00 | 1.0 | 0.19 | 13.00 | 147.6 | 46.2 | 0.1 |
| NORTH AM MTG | A-NAMW | 3/79 | 710 | 31.13 | 1.0 | 0.03 | 2.88 | 981.9 | -49.9 | 0.0 |
| REPUBLIC MI | A-RMIW | 6/79 | 1064 | 20.00 | 1.0 | 0.03 | 1.63 | 1128.8 | 0.0 | 0.0 |
| SAN FRAN REI | A-SFIW | 12/80 | 1348 | 25.00 | 1.0 | 0.63 | 16.38 | 56.5 | -15.9 | 0.8 |
| SECURITY MT* | A-SMOW | 5/79 | 3117 | 16.00 | 1.0 | 0.03 | 3.00 | 434.3 | -49.9 | 0.1 |
| SUTRO MIT(B) | A-SUTW | 6/82 | 700 | 20.00 | 1.0 | 0.75 | 8.38 | 147.6 | -24.9 | 0.5 |
| UNITED RLTY | A-URTW | 12/79 | 3610 | 20.00 | 1.0 | 0.13 | 7.88 | 155.5 | 0.0 | 0.5 |

*DEBENTURES USABLE IN LIEU OF CASH.

P-PHILADELPHIA EXCHANGE

NON/LOW EARNING INVESTMENTS AS OF NOVEMBER 20, 1978

| | Number | -----Invested Assets----- | | % Non- and low-earning | % Change in month |
|-----------------------|--------|---------------------------|-----------|------------------------|-------------------|
| | | Non/Low-Earn. | Total | | |
| PROPERTY..... | 30 | \$ 90M | \$ 1,981M | 4% | +1.2% |
| PROPERTY & MTG..... | 24 | 484 | 1,944 | 25 | -2.9 |
| SHORT/TERM MTG..... | 11 | 154 | 719 | 21 | -7.4 |
| L/T MTG/PROPERTY..... | 13 | 297 | 1,761 | 17 | -0.3 |
| MTG/FORECLOSED PROP. | 62 | 4,585 | 6,314 | 73 | -1.3 |
| TOTALS/AVERAGES.... | 140 | \$5,610M* | \$12,719M | 44% | -1.6% |

* Includes \$944M or 7.4% low-earning assets.

HOW TO USE COMPARATIVE TRUST STATISTICS

These data are designed to facilitate comparison of relative efficiency of real estate investment trust managements with available funds. Readers should note that historical data are used and thus no earnings or dividend projections or estimates are included. Investors are advised to consider carefully the following distinctive characteristics of REITs compared with other industrial or financial securities:

Annualized Dividend and Yield: Most REITs do not pay a posted quarterly dividend rate but instead pay their approximate earnings (or net cash flow, if appropriate) for the quarter. They follow this practice because REITs are required to pay at least 90% of earnings to shareholders in order to qualify for exemption from Federal income taxes. This practice means that dividends paid by most REITs will vary much more from quarter to quarter than industrial securities. This possibility for quarterly variations gives REIT shares higher risk because earnings do not provide a safety margin of coverage for the dividend as they do for industrial stocks. The outlook and stability of dividends are thus key factors in our RELATIVE APPEAL RANKINGS. The "Annualized Dividend" column is the latest quarterly payout annualized by multiplying by four, and adjusted for any capital gains or other special dividend payments. Special dividends, marked "S", are paid to maintain tax exemption but are not expected to be continued in subsequent quarters. Because of these possible variations, annualized dividends and yield are not to be considered in any way as posted or guaranteed yields.

Annualized Earnings and Price/Earnings Ratio: For mortgage trusts, latest quarter earnings are multiplied by four. Zeroes indicate losses or no earnings for the quarter indicated. Losses per share are shown in RELATIVE APPEAL RANKINGS. For equity trusts, annualized net cash flow as calculated by Audit Investment Research, Inc. is used in place of earnings as the best single measure of results. Net cash flow is defined as net income plus depreciation minus mortgage amortization. The symbol "\$" indicates cash flow in the earnings column. For a few trusts, gross cash flow (i.e., net income plus depreciation) is used, denoted by "\$". Cash flow derived from amortization of debt discount is denoted by "a". The price/earnings ratio relates current price to the most appropriate earnings result. Both earnings (EPS) and net cash flow (CFS) per share for equity trusts for current periods are shown in RELATIVE APPEAL RANKINGS.

Shares: The number of shares outstanding, in thousands, is the number issued as of the latest balance sheet and is not adjusted for any potential conversion of debentures or exercise of warrants. Book value per share is essentially net tangible worth per share. The number does not reflect any changes in asset values through appreciation or abnormal depreciation of assets, nor any potential increase from possible conversion of debentures. Realized and estimated investment losses, as determined by management's provision for possible losses, are deducted from book value under AICPA rules. Audit also deducts intangible debt discount and expense costs from book value.

EARNINGS TRENDS: ACCOUNTANTS JOIN CONFUSION ACT; HIGH RATES START TRIMMING EARNINGS

There's an old vaudeville joke about a man who keeps muttering "B.A.I.K." -- which he tells the straight man means, "Boy, am I konfused." "But you spell 'confused' with a 'C,'" chides the straight man. Punchline:

"See how confused I am."

Unfortunately the earnings reports emerging carry earnings-per-share calculations that are no laughing matter. But they are adding to confusion, spelled with either "C" or "K." What's happening is that the accountants are following, by rote and apparently without any concern for economic reality, a set of rules laid down in APB 15 to end misleading EPS reports.

Prime case in point is Barnett Winston Inv. Trust, which had an operating loss of \$121,000 in its Sept. 1978 fiscal year. But these wondrous accounting rules convert this into a 92¢/sh. gain from operations for the year as the primary earnings per share.

This alchemy results because BWIT has a large number of warrants outstanding, including some at \$20, and they are deemed "common equivalents" under accounting practice. So first the accountants assume the warrants will be exercised (although it's difficult to conjure up an investor paying \$20 for stock he can buy at 1-1/8 in the open market). Next the accountants figure the trust has to do something with all that money (\$32 million for BWIT on 1.6 million warrants at \$20), and so they assume the trust invests it in money-market instruments. After all those assumptions, BWIT turns a loss into a 92¢/sh. profit.

Now BWIT managers aren't pleased with this manner of doing things and so appealed all the way up to the national office of their accounting firm (Coopers & Lybrand) to reverse this Midas touch. No luck. Thus we've shown two quarterly numbers for BWIT in the table on p. 8 -- share amounts as the accountants reported them, and based on actual shares outstanding.

Nor is BWIT the only trust whose EPS reports have gotten out of touch with real-

ity as a result of applying this rule which means that "primary" earnings are effectively fully diluted earnings.

Citizens & Southern Realty earnings (loss) has been calculated using such widely varying "primary" share amounts in recent years as to make comparisons meaningless. Here's a brief table to illustrate, with shares in thousands:

| Period | Shares out | "Primary" shares | --Earn./share-- Out | Primary |
|------------|------------|------------------|------------------------|---------|
| Yr. 9/76.. | 3,829T | 3,829T | \$0.25 | \$0.25 |
| 9Mo. 6/77. | 3,829 | 36,046 | 4.47 | 0.18 |
| Yr. 6/78. | 3,829 | 35,344 | 2.29 | 0.31 |
| 3Mo. 9/78. | 3,829 | 7,426 | 3.42 | 1.77 |

During the three years covered by the reports above (C&SR changed its fiscal year) not a single warrant or debenture was exercised. Yet earnings per share were reported on four different numbers based mainly on market price fluctuations. And accountants used an 80 million share as the base for EPS reports in one brief period.

Nor are these isolated horror stories. Colwell Mortgage Trust is now issuing 2.3 million preferred shares equal in all respects with common in its bankruptcy reorganization. That issuance is temporarily blurring EPS comparisons.

The EPS gyrations obscure the fact that Citizens & Southern Realty now has about \$1.89/sh. positive equity after \$13.8 million gains on asset swaps in the Sept. quarter, completing a major debt restructuring. The trust has voted to become independent of its bank sponsor by next Mar.

And while reported EPS depart from reality, the accountants' method does call attention to large overhanging dilution. C&SRI has just registered 12,964,150 sh. potentially issuable upon conversion of its Series A and B warrants. The registration statement discloses that several sophisticated investors would hold major ownership positions if they chose to exercise. They include the Wall Street firm of Kalb, Voorhis & Co.; venture capitalist Arthur Rock; Charles & Ellen Block of New York; two Panamanian companies under com-

mon ownership of Abraham Tenenbaum, Guatemala City textile manufacturer; and companies controlled by Victor Shaio, Bogata, Columbia businessman. They would control about 21.9% of the 16.9 million C&SRI shares that would be outstanding if all warrants were exercised.

The problem with these distorted EPS results is that many realty stock investors watch book value just as carefully as they watch earnings -- but with results such as those shown on p. 7 running around loose in The Wall Street Journal and other financial media, it becomes clearly impossible for investors to add or subtract reported EPS from book value. In this growing Confusion,

New Earnings Reports

| Trust-Period ended | -Latest Q-Th.\$- | -Latest Q-EPS- | -Earnings/sh.- | -Z Chng. From*- |
|--------------------------------------|------------------|------------------|----------------|-----------------|
| | Earn/Spcl. Item# | Earn/Spcl. Item# | Prev.Q Yr.sgo | Prev.Q Yr.sgo Q |
| Quarterly results: Qualified trusts: | | | | |
| Amer. Century MI.Sept..\$ d191 | d\$0.07 | 0.11/9cS | d\$0.19 | Worse |
| Amer. Equity In.Sept.. | 439/ 78G | 0.17/3cG | 0.58/42cG | 0.20/15cG |
| BankAmer. Rlty....Oct... | 1,127 | 0.32 | 0.37 | 1.41/1.46G |
| BRT Realty.....Aug... | d437 | d0.31 | +0.26 | d0.45 |
| Central Mtg.....Sept.. | 419/251G | 0.54/32cG | +0.26/22cG | d0.15 |
| Cont. Ill. Rlty..Sept.. | 1,697/2700S | 0.61/96cS | d0.37 | +1.31/1.31S |
| Federal Realty...Sept.. | 281 | 0.19 | 0.29 | 0.27 |
| Gen'l. Growth....Sept.. | 2,476/ 140G | 0.40/2cG | 0.35/1cG | 0.42/1cG |
| Indiana M&R.....Sept.. | 102/ 83Y | 0.09/7cY | 0.37/31cY | +0.00 |
| Midland Mtg. Inv.Sept.. | 121 | 0.05 | 0.18/80cS | d0.04/1.44S |
| Nationwide RE....Sept.. | 132 | 0.13 | 0.26/16cR | 0.04 |
| New Plan Rlty....July.. | 2 | +0.00 | 0.27 | 0.24 |
| Penn. REIT.....Aug... | 1,317/616G | 0.87/41cG | 0.37 | 0.72/35ca |
| Pitts.6W.Va. RR.Sept.. | 301 | 0.20 | 0.20 | 0.20 |
| Property Cap. Tr.Oct... | 621 | 0.30 | 0.30 | 0.30 |
| Real Es.In. Prop.Sept.. | 294 | 0.31 | 0.28 | 0.16/d6cb |
| REIT of Calif....Sept.. | 199 | 0.36 | 0.34 | 0.28 |
| Realty ReFund....Oct... | 573 | 0.42 | 0.47 | 0.55 |
| Riviere Realty...Sept.. | 139 | 0.18 | 0.16 | 0.13 |
| San Francisco RE.Sept.. | 399 | 0.29 | 0.25 | 0.10 |
| Virginia REIT....Sept.. | 119 | 0.10 | d0.09/d20cW | 0.11 |
| Washington REIT..Sept.. | 569 | 0.38 | 0.47 | 0.38 |

| | | | | |
|--|--------------------------|--------------|------------|-------------|
| Quarterly reports: Nonqualified business trusts: | | | | |
| Alamand Corp....July.. | 30/d387ISN | 0.02/d29cISN | 0.22/43cI | d0.90/1.14S |
| Barnett Win. Inv.Sept.. | 8,671/6666S & 2.99/2.13S | 0.66/56cS | 0.96/1.57S | |
| | 62077Y | 689cY | | |
| -On sh. out-Bar-Win.... | 8,671/6666S | 5.21/4.00S | 0.86/1.00S | 0.96/1.57S |
| | 62077Y | 61.25Y | | |
| Cameron-Brown....Sept.. | 191/719S | 0.09/36cS | d0.11/55cS | d0.38 |
| Capital Mtg. Inv.Sept.. | d 12/323G | d0.01/19cG | d0.55/42cG | d1.78/4cS |
| Cit. & So. Rlty..Sept.. | 13,091/1381S | 1.77/1.86S | NC | NC |
| Colwell Mtg. Tr.Sept.. | d644 | d0.20 | 6.12/5.92Z | d0.66 |
| Cousins M&E.....Aug... | d 34/250S | d0.01/6cS | d0.05 | +0.60/25cN |
| Diversified MI....Sept.. | d135 | d0.02 | d0.03 | d0.16 |
| Franklin Realty...Sept.. | 12 | 0.01 | 0.09 | 0.01 |
| Growth Realty....Sept.. | d797 | d0.39 | 1.15/d76cS | d0.65 |
| Guardian Mtg.....Aug... | 1,772/892G | 0.59/30cG | 0.27/19cNR | d0.87 |
| Hamilton Inv. Tr.Sept.. | 857/1645S | 0.40/77cS | d0.08 | 0.20/57cS |
| Heitman Mtg.....Sept.. | d894 | d0.27 | d0.28 | d0.50 |
| No. Amer. Mtg....Sept.. | d1,377 | d0.32 | d0.37 | d0.35 |
| NW Finc'l. Inv....Sept.. | 187/ 95N | 0.12/6cN | 0.04 | d0.11 |
| Republic Mtg.....Sept.. | d204 | d0.10 | +0.00/20cS | d0.25 |
| Saul (B.F.) REIT.Sept.. | d1,173/436G | d0.20/7cG | d0.16/9cG | d0.30/10cG |
| Texas First Mtg..Sept.. | 30 | 0.03 | 0.05/6cS | d0.06/4cS |
| TIERCO.....Sept.. | 143/365Y | 0.12/31cY | 0.57/70cSG | +0.98/1.07S |
| Tri-South Mtg....Sept.. | 3,031/2721Z | 1.34/1.20Z | d0.05/13cZ | d0.65 |
| U.S. Realty Inv.Sept.. | d219 | d0.06 | d0.05 | +0.08/12cG |
| Walter Realty....Oct... | 281/437G | 0.27/42cG | 0.67/1.01G | d0.33 |

| | | | |
|-----------------------------|-----------------------|------------------------|----------------------|
| Annual results: All trusts: | | EPS Previous Year | |
| Alamand Corp....July.. | 584/351S, 6281I, 303N | 0.43/26cS, 621cI, 22cN | d1.82/1.14S |
| Cousins M&E.....Aug... | d1,269/2816S | d0.33/73cS | d0.35/73cS&N |
| General Growth...Sept.. | 9,160/ 929G | 1.48/15cG | 1.32/6cG |
| New Plan Realty..July.. | 1,744/431G | 1.03/26cG | 0.95/6cG |
| Pennsylvania RE..Aug... | 3,481/1336G | 2.30/88cG | 1.55/35c actg. chng. |
| Saul (B.F.) REIT.Sept.. | d4,932/1474G | d0.84/25cG | d1.46/10cG |

UC-Unchanged. NM--Not meaningful. r--Restated. p--Preliminary. d--Deficit.
 #--Special items shown in both thousand dollars and share amounts as: G=Gain on sale of assets; I=Interest forgiveness; L=Loss on sale of assets; N=Net operating loss (NOL) benefit; R=Recovery of past-due interest; S=Swap of assets with banks; T=Gain on market purchase of debt at discounts; W=Gain (loss) on mortgage refinancing; X=Settlement with adviser, sponsor or insurance company; Y=Loss reserve credit; Z=Gain on debt restructuring via exchange or tender offers.

** Comparisons are based upon earnings per share. Where loss is reported in one or both quarters, change in direction is shown as "Better" or "Worse." NC--Not calculated.
 * Compared before special items.

a--Accounting change (Penn. REIT). b--Merger expenses (REI Props.).

your best bet is to rely upon the book values computed in each statistical issue of REALTY TRUST REVIEW. They are based upon actual shares outstanding and revised constantly as new information is received. They also are net of intangibles such as unamortized debt discount and expenses so that you are working with the "hardest" book value number readily available.

Rising interest rates are starting to trim earnings of trusts with interest rates tied to the prime rate. This is especially true for moderately troubled trusts such as Heitman Mortgage Inv. because they do not have a large volume of floating rate assets to help offset rising interest on bank debt. Thus HTM lost 27¢/sh. in the Sept. quarter, vs. 28¢/sh. loss in the June quarter and a 1¢ profit in the March period. Rising interest forced HTM to boost the cost-to-carry part of its loss reserve in the two most recent quarters, and with no letup in sight, could hurt future quarters.

Central Mtg. & Rlty. reported a strong 54¢/sh. Sept. quarter that included 32¢/sh. gain on asset sales. Underlying operating earnings were 22¢. The asset sales let the trust repay some bank debt so that we now estimate its exposure to a prime rate rise at about 4¢/sh. for each 1% prime rate move, vs. the 10¢/sh. impact figured in RTR Nov. 10.

Property trusts reported strong earnings gains, with Pennsylvania REIT up 24% from the previous quarter; San Francisco REI up 16%; Riviere REIT up 13%; General Growth Props. up 12% before asset sale gains; and Real Estate Investment Props. up 10%. BankAmerica Realty was down 14% from a strong fourth quarter of its fiscal year in July; Indiana M&R did not benefit as much from loss reserve reversals; and year-end adjustments hurt New Plan Realty's July fiscal-year closing quarter.